

IMPORTERS' QUESTIONNAIRE
LAWN AND GARDEN STEEL FENCE POSTS FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than May 16, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning lawn and garden steel fence posts from China (inv. No. 731-TA-1010 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported (1) certain lawn and garden fence posts, as defined in the instruction booklet, or (2) certain metal posts over 1.00 pound per foot, as defined in the instruction booklet, from any country at any time since January 1, 1999?

- NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
 YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Is your firm owned, in whole or in part, by any other firm?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain lawn and garden fence posts from China into the United States or which are engaged in exporting certain lawn and garden fence posts from China to the United States?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain lawn and garden fence posts?

No Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations on certain lawn and garden fence posts. More than one answer may be applicable.

Importer of record Takes title to the imported product(s)
 Consignee of the imported product(s) Customs broker or freight forwarder

I-7. If your firm is an importer of record of certain lawn and garden fence posts but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters certain lawn and garden fence posts into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones No Yes
Bonded warehouses No Yes

I-9. Please indicate whether your firm imports certain lawn and garden fence posts under the TIB (temporary importation under bond) program.

No Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

No Yes—Please specify. _____

PART II. TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187).
Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain lawn and garden fence posts since January 1, 1999?

No Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain lawn and garden fence posts from China for delivery after March 31, 2002?

No Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces certain lawn and garden fence posts in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot that were imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each product and also report separately for China and for all other sources combined.** Photocopy page as needed and identify the product and the country for which you are reporting.

- Certain lawn and garden fence posts Certain metal posts over 1.00 pound per foot
- China All other sources combined¹

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-March	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
IMPORTS: ²					
<i>Quantity of imports</i>					
<i>Value of imports</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
<i>Quantity of commercial shipments</i>					
<i>Value of commercial shipments</i>					
Internal consumption/company transfers:					
<i>Quantity of internal consumption/transfers</i>					
<i>Value</i> ³ <i>of internal consumption/transfers</i>					
EXPORT SHIPMENTS: ⁴					
<i>Quantity of export shipments</i>					
<i>Value of export shipments</i>					
END-OF-PERIOD INVENTORIES ⁵ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					

¹ Please identify these sources: _____

² Please identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____

⁴ Identify your principal export markets: _____

⁵ Reconciliation of data.—Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

Yes No—Please explain: _____

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Mary Pedersen (202-205-3247).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products **imported from China** during January 1999-March 2002:

Product 1.--Light duty lawn and garden fence posts, 14 gauge thick, 1 ¾ inches wide by 4 feet tall

Product 2.--Light duty lawn and garden fence posts, 14 gauge thick, 1 ¾ inches wide by 5 feet tall

Product 3.--Heavy duty lawn and garden fence posts, 13 gauge thick, 3 inches wide by 5 feet tall

Product 4.--Heavy duty lawn and garden fence posts, 13 gauge thick, 3 inches wide by 6 feet tall

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from China and sold by your firm.

Product 1 Product 2 Product 3 Product 4

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Value ²
1999:		
January-March		
April-June		
July-September		
October-December		
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² F.o.b. your U.S. point of shipment.		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-1. Please describe how your firm determines the prices that it charges for sales of certain lawn and garden fence posts (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

III-B-3. What are your firm's typical sales terms for certain lawn and garden fence posts imported from China (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

III-B-4. Approximately what percentage of your firm's sales of certain lawn and garden fence posts imported from China are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain lawn and garden fence posts? _____

III-B-6. What is the approximate percentage of the total delivered cost of certain lawn and garden fence posts that is accounted for by transportation costs? ___ percent. Who generally arranges the transportation to your customers' locations? Your firm ___ or purchaser ___ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ___ percent. 101 to 1,000 miles? ___ percent. Over 1,000 miles? ___ percent.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-7. What is the geographic market area in the United States served by your firm's imports of certain lawn and garden fence posts from China?

III-B-8. What other products may be substitutes for certain lawn and garden fence posts?

III-B-9. Describe the end uses of the certain lawn and garden fence posts that you import from China. For each end use product, what percentage of the total cost is accounted for by certain lawn and garden fence posts?

III-B-10a. How has the demand within the United States (and outside the United States if known) for certain lawn and garden fence posts changed since January 1, 1999? What were the principal factors affecting changes in demand?

III-B-10b. Is demand for certain lawn and garden fence posts in the U.S. market seasonal or influenced by any business cycles? What influence does any seasonality or the presence of business cycles have on prices during the year?

III-B-11. Have there been any significant changes in the product range or marketing of certain lawn and garden fence posts in the past five years?

No Yes—Please describe.

III-B-12. Does your firm purchase or sell certain lawn and garden fence posts over the internet?

No Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of certain lawn and garden fence posts in 2001 accounted for by internet transactions.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-13. Are the U.S.-produced and imported certain lawn and garden fence posts from China used interchangeably (i.e., can they physically be used in the same applications)?

Yes No—Please explain.

III-B-14. Are the U.S.-produced and NONSUBJECT imported certain lawn and garden fence posts (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

Yes No—Please explain, by country.

III-B-15. Are NONSUBJECT imported certain lawn and garden fence posts used interchangeably with certain lawn and garden fence posts imported from China?

Yes No—Please explain, by country.

III-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced certain lawn and garden fence posts and such products imported from China that are a significant factor in your firm's sales of certain lawn and garden fence posts?

No Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced certain lawn and garden fence posts and NONSUBJECT imported certain lawn and garden fence posts that are a significant factor in your firm's sales of such products?

- No Yes—Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

III-B-18. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported certain lawn and garden fence posts and such products imported from China that are a significant factor in your firm's sales of certain lawn and garden fence posts?

- No Yes—Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

I11-B-19. The following questions relate to the degree of similarity or the differences between (1) certain lawn and garden fence posts, which are 1.00 pound or less per foot and (2) certain metal posts over 1.00 pound per foot.

Please describe the any similarities and/or differences in the physical characteristics of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

Please describe the any similarities and/or differences in the uses for (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

Please describe the degree of interchangeability, if any, between (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot, i.e., are they used in the same or similar applications.

Please describe the any similarities and/or differences in the channels of distribution for (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot

Please explain whether (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot are made in common (i.e., the same or shared) manufacturing facilities, using common production processes, and production employees.

Please describe the any similarities and/or differences in the prices of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

III. PRICING AND RELATED INFORMATION—Continued

Section III-C. CUSTOMER IDENTIFICATION

Please provide the names and addresses of your firm's 10 largest customers for certain lawn and garden fence posts imported from China during January 1999-March 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain lawn and garden fence posts from China that each of these customers accounted for in 2001.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					